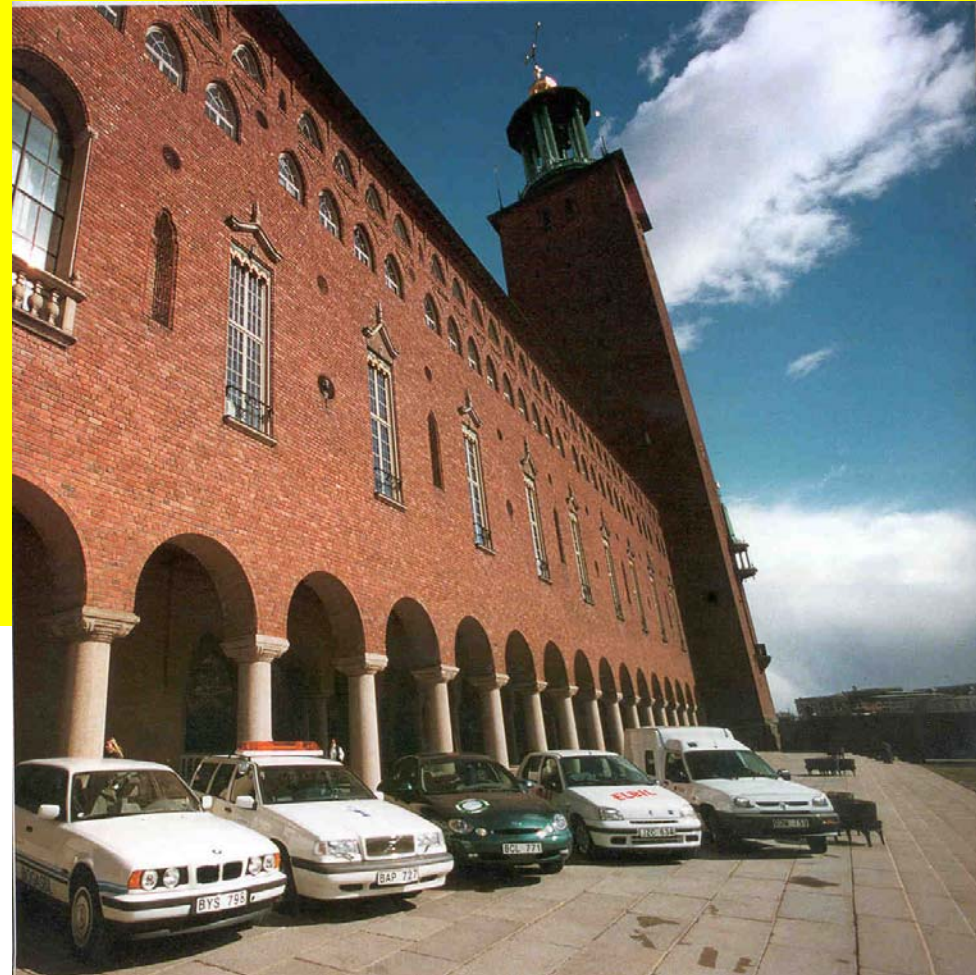


Co-ordinated procurement of AFV:s

- ◆ **Market obstacles**
- ◆ **ZEUS**
- ◆ **Other procurements**



Gustaf Landahl
Head of department
City of Stockholm
Environment & Health administration



Market obstacles

High costs

Inadequate infrastructure

National barriers

Lacking incentives

User acceptance



Vehicle cost

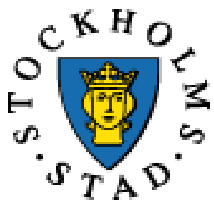
Additional cost for cars

electric: 15 tEuro
biogas: 1,7 - 4 tEuro
ethanol: 5 tEuro

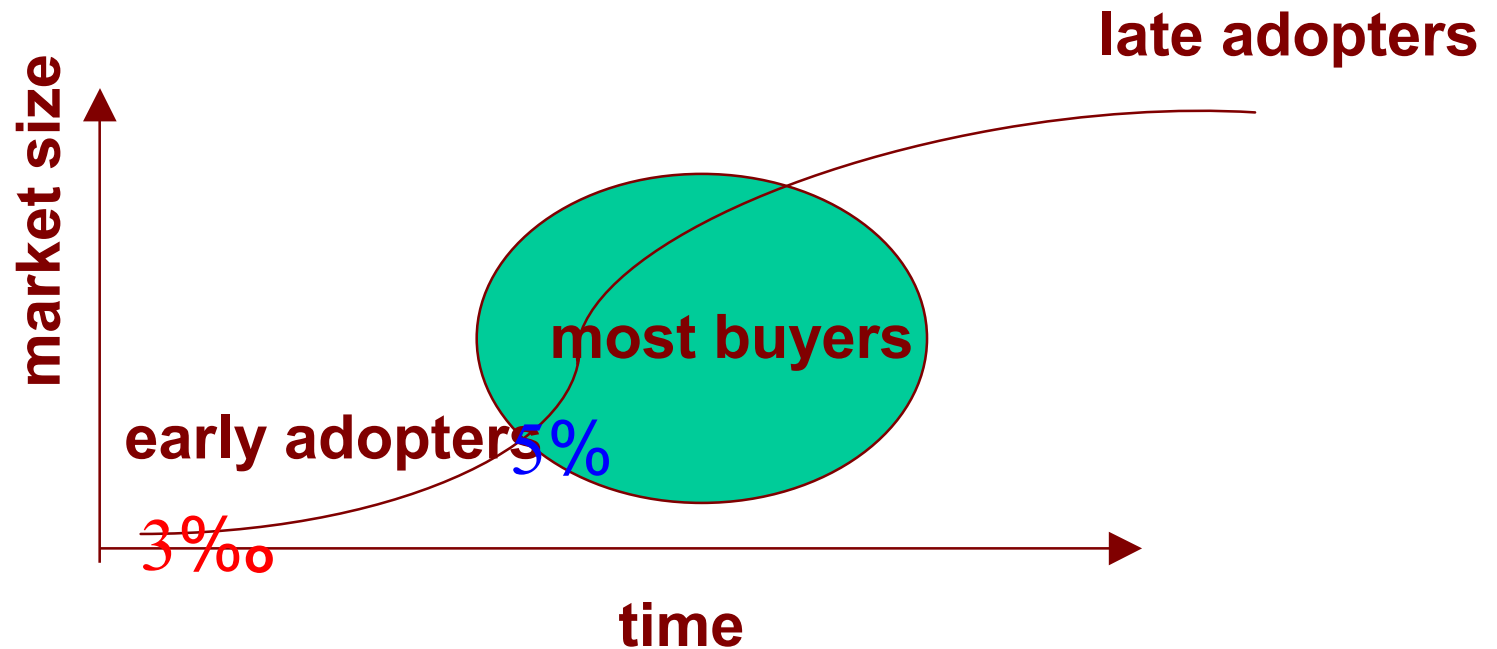
Fuel costs

electric: 0,2 Euro /km
biogas: 0,95 Euro /km
ethanol: 0,87 Euro /km

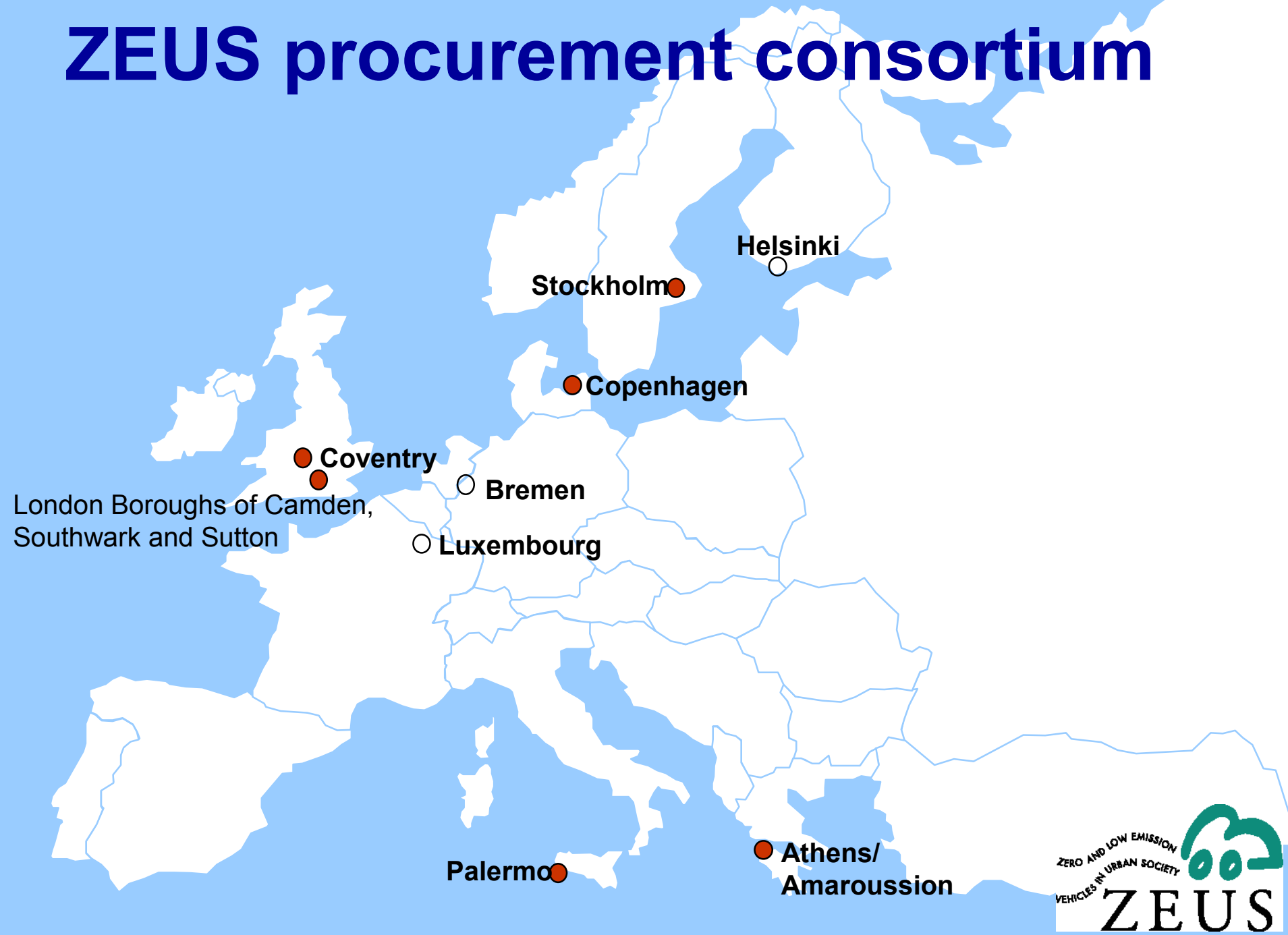
+Maintenance costs
+Taxes
+Insurance
+Depreciation



Market introduction of new technology



ZEUS procurement consortium

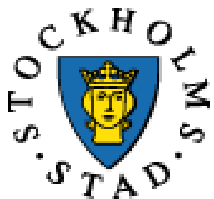


The role of the ZPC

- ◆ Procurement process
- ◆ Prepare invitation to Tender
- ◆ Evaluation of tenders
- ◆ Negotiate framework agreements

Invitation to Tender

- ◆ Formal procedural part including general and specific rules
- ◆ Description of vehicle user requirements
- ◆ Draft framework agreement
 - Maintenance preparedness
 - Limits to spare parts prices
 - Sanctions in case of late deliveries
 - Option transfer mechanism

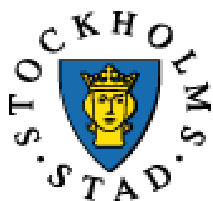


Procurement procedures

- ◆ Directive 93/96/EEC of June 1993
- ◆ Invitation to tender sent to 14 Manufacturers (April 1997)
- ◆ 9 Tenders received (4 from France) June 1997

ZEUS co-ordinated procurement

	Electric Cars	Electric Vans
Firm orders	142	47
Option rights	190	230



Framework agreements



Other common procurements

- ◆ www.etanolbil.com

- 4000 cars
- Ford focus

- ◆ Biogas/natural gas vehicles

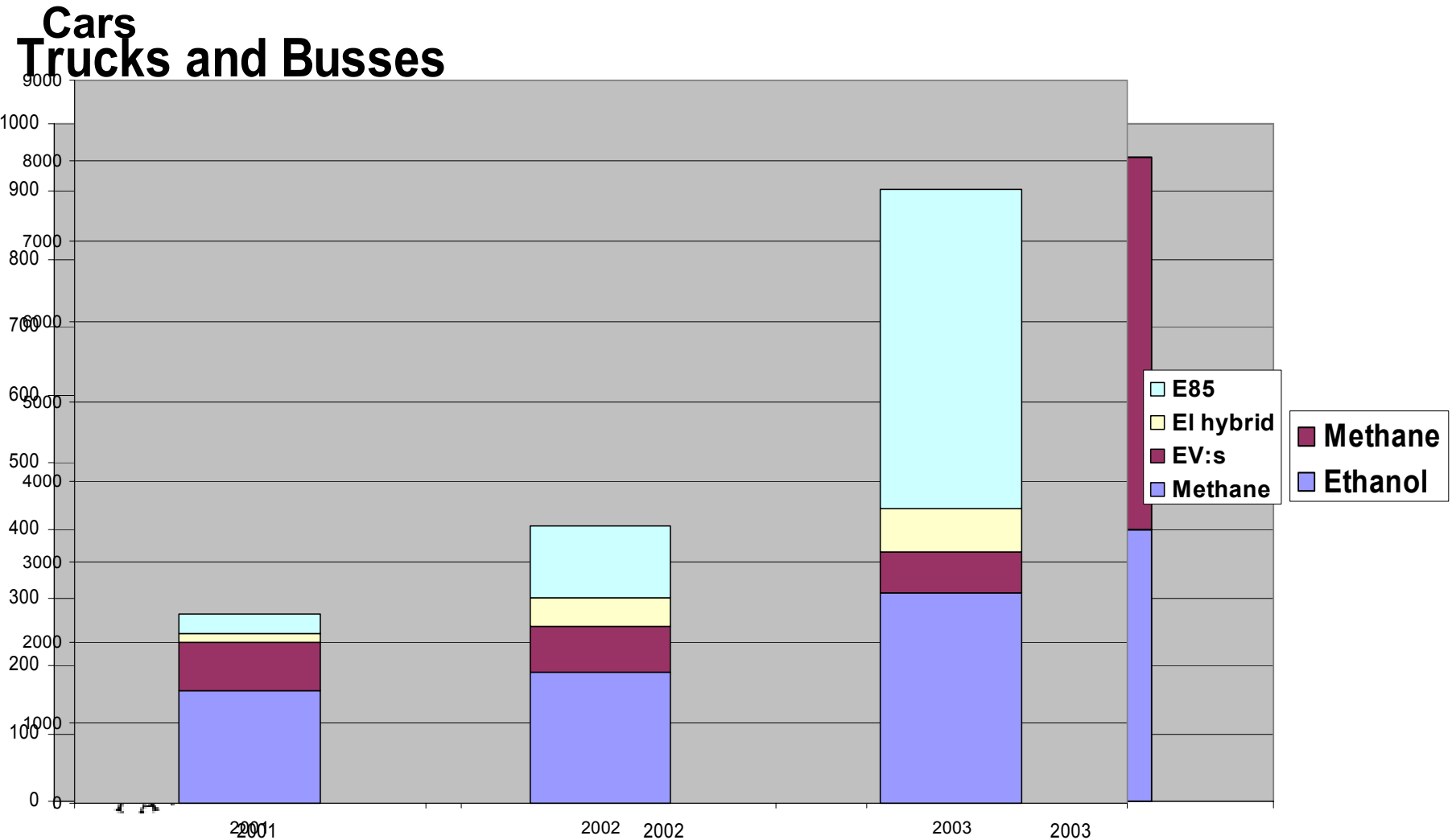
- Started (1200 applicants)

- ◆ Electric hybrid vans

- Started



The Swedish fleet of AFV's



More information

Reducing Barriers to Zero and Low emission Mobility: A guide for cities

Fleets, car sharing and park&ride

National incentives and barriers to cleaner mobility

Local incentives and barriers to cleaner mobility

Telematics and transport

Vehicle monitoring and evaluation

Co-ordinated procurement of electric vehicles

User acceptance

Refuelling infrastructure

Travel low energy

www.zeus-europe.org

www.miljobilar.stockholm.se

